



NR-20-57

News Release

December 23, 2020

Indiana Horticulture Sales Reach \$104.9 Million in 2019

The U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) recently released the 2019 Census of Horticultural Specialties report, the only source of detailed production and sales data for floriculture, nursery, and specialty crops for the entire United States. The data show that horticulture operations in Indiana sold a total of \$104.9 million in floriculture, nursery and specialty crops in 2019. In the U.S., the data show that horticulture operations sold a total of \$13.8 billion in floriculture, nursery and specialty crops in 2019. The number of horticulture operations in Indiana increased 9% during this time to 471. The number of horticulture operations in the United States decreased 11% during this time to 20,655.

"The horticulture census is a vital tool that highlights the contribution horticulture growers bring to our local, state, and national economies," said Great Lakes Region Director Marlo Johnson. "It shows changes and trends in the industry over the past five years and beyond."

Horticulture production occurred primarily in 10 states, which accounted for 66% of all U.S. horticulture sales in 2019. California (\$2.63 billion), Florida (\$1.93 billion) and Oregon (\$1.02 billion) led the nation in sales.

The top commodities in Indiana horticulture sales in 2019, and compared to 2014, were:

- Nursery stock, \$19.7 million, down 38%
- Annual bedding/garden plants, \$46.2 million, down 24%
- Sod, sprigs and plugs, \$12.7 million, up 1%
- Potted flowering plants, \$2.2 million, up 5%
- Food crops under protection, \$3.1 million, up 48%

Other key findings for Indiana from the 2019 Census of Horticultural Specialties report include:

- Family- or individually-owned operations made up 276 of the total number of operations, accounting for 59% of the total, but corporately-owned operations accounted for 79% of sales (\$83.1 million).
- Total industry expenses were down 3% since 2014, with hired labor being the largest cost, accounting for 29% of total expenses in 2019.

The Census of Horticultural Specialties is part of the larger Census of Agriculture program. It provides information on the number and types of establishments engaged in horticultural production, value of sales, varieties of products, production expenses and more. All operations that reported producing and selling \$10,000 or more of horticultural crops on the 2017 Census of Agriculture were included in this special study.

For more information and to access the full report, visit www.nass.usda.gov/AgCensus.